

McLeland Tennis Center Public Meeting

June 8, 2017

Lecture Hall

Fort Worth Botanic Garden

Meeting Agenda

- Welcome and introductions
- McLeland Tennis Center contract presentation
- Speaker comments
- Staff response and summary

Why Request for Proposals Process?

- Fiscal responsibility to Fort Worth taxpayers
- Benchmarking of area municipalities' tennis program
- Fair and open competition for operation of McLeland Tennis Center

Background

- Current contractor 2tennis.net/Tom Buell has been in place since 2005
- Current 3 year term expired June 30, 2015 with one year renewal option expiring June 30, 2016
- Contractor pays City \$10,500 annually plus expends \$2,500 for capital outlay
- City maintains facility infrastructure, pays utilities, etc. and reimburses contractor for FWISD practice (\$4,000/yr.)
- Current City annual net financial gain \$9,000

Request for Proposals Process

- Four proposal assessors comprised of:
 - 2 Park & Recreation employees
 - 1 Public Events employee
 - 1 Fort Worth Tennis Association representative
- Proposal assessment and scoring completed independently
- Purchasing Division monitored process

Request for Proposals Process

- Proposal Evaluation Factors

Firm's Qualifications, Financial Stability and Previous Experience	30pts
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Qualifications and Experience of Management Team	30pts
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Completeness of Proposal Response	10pts
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Revenue to the City	30pts
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Request for Proposals Process

- Two proposals received – 2tennis.net and Lifetime Tennis Texas, Inc.
- Based on evaluation factors, proposal assessment determined that Lifetime Tennis Texas, Inc. submitted the best value proposal
- Confidentiality of information in bids or proposals per Local Government Code Section 252.049

Service Level

- Hours of Operations (Week)
 - 2tennis.net 66 hours
 - Lifetime Tennis TX 97 hours
- Years of Experience
 - 2tennis.net 11 years
 - Lifetime Tennis TX 4 (22) years

Service Level

- Technology

- 2tennis.net

Website

- Lifetime Tennis TX

Website/Mobile App/
On Line Reservations

City Revenue Receipt Comparison

– 2tennis.net	\$12,000	Annual payment
	\$ 5,000	Court maintenance
	\$ 1,000	Landscaping
	<u>(\$ 4,000)</u>	FWISD court usage
	\$14,000	Annual Net
– Lifetime Tennis TX	\$25,000	Annual payment
	\$ 5,000	Capital Fund
	<u>(\$ 0)</u>	FWISD court usage
	\$30,000	Annual Net

Five Year Revenue Comparison

- 2tennis.net
Five Year Total Net to City: \$70,000
- Lifetime Tennis TX
Five Year Total Net to City: \$160,000*

*Capital Fund increases \$1,000 per year, Years 2-5

Additional Term Sheet Commitments

Lifetime Tennis TX

1. No proposed fee changes in first 12 months
2. Retain all current successful classes, drills and events
3. Basic repairs of courts – repainting/restriping
4. Continuation of Center Advisory Committee
5. Primary term for five years

Summary

Recommended proposal:

- Provides additional hours of operation, enhanced services, increased revenues to city and funding for capital improvements (fees frozen for 1 year)
- Increases amount of resources dedicated to maintenance and infrastructure
- Results in best business decision for city as well as increased service delivery for citizens

Recommendation presented to City Council on June 14, 2016 for Lifetime Tennis to manage MTC

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This presentation will be available on the City's
website Thursday, June 9, 2016

<http://fortworthtexas.gov/athletics/facilities/>